MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

COMMERCIAL HEAT TREATERS
1991 SALES DOWN 5.8%

For the first eight months of 1991 sales totaled $359.2 million compared to $381.1 million for the January-to-August period in 1990.

August 1991 billings for Commercial Heat Treaters were $44.9 million. This is 7.9% below August 1990 when billings reached $48.8 million. However, sales are up 6.1% from July, 1991.

All nine MTI Districts are below their August 1990 sales performance. For the year-to-date, two Districts are ahead of 1990.

A summary of percentage change by geographic regions follows:

	District	Aug 91 vs. Aug 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	- 6.4	2.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 2.2	0.9
3	South Central (W.PA-OH-IN-KY)	- 9.4	- 6.4
4	Michigan	- 5.6	-15.3
5	Southeast (VA-WV-NC-SC-GA-AL-TN-FL)	- 2.2	- 1.8
6	North Central (IL-WI-MN-MO-IA)	- 6.2	- 5.2
7	Pacific Coast (CA-AZ-ORE-WASH)	-12.4	- 2.1
8	Southwest (TX-OK-AR-CO-LA-UT)	- 2.6	- 3.3
9	Canada	-20.8	-13.6

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1991

BILLINGS FOR MONTH

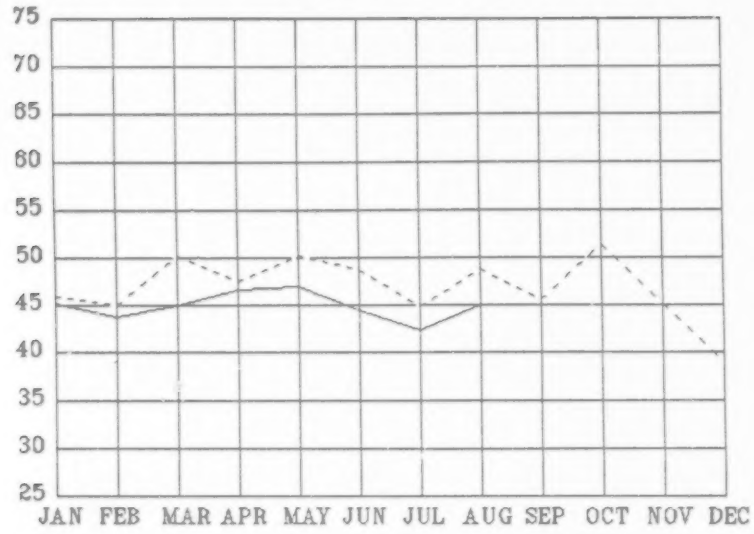
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	213	48790.8	44943.1	- 7.9	100.0	100.0
Dist. 1	14	2762.2	2586.0	- 6.4	5.7	5.8
Dist. 2	27	4463.1	4364.7	- 2.2	9.1	9.7
Dist. 3	42	8796.8	7967.1	- 9.4	18.0	17.7
Dist. 4	25	6989.4	6597.9	- 5.6	14.3	14.7
Dist. 5	18	2723.6	2664.5	- 2.2	5.6	5.9
Dist. 6	33	9111.7	8546.9	- 6.2	18.7	19.0
Dist. 7	23	6936.8	6073.3	-12.4	14.2	13.5
Dist. 8	17	3263.1	3178.8	- 2.6	6.7	7.1
Dist. 9	14	3744.2	2963.9	-20.8	7.7	6.6
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	381109.4	359153.9	- 5.8	100.0	100.0
Dist. 1	22192.2	22625.2	2.0	5.8	6.3
Dist. 2	35806.3	36124.3	0.9	9.4	10.1
Dist. 3	67872.5	63540.0	- 6.4	17.8	17.7
Dist. 4	52682.9	44638.2	-15.3	13.8	12.4
Dist. 5	21394.9	21004.3	- 1.8	5.6	5.8
Dist. 6	73480.7	69690.2	- 5.2	19.3	19.4
Dist. 7	50572.8	49518.6	- 2.1	13.3	13.8
Dist. 8	25953.7	25099.0	- 3.3	6.8	7.0
Dist. 9	31153.4	26914.2	-13.6	8.2	7.5

MILLIONS

NATIONAL BILLINGS



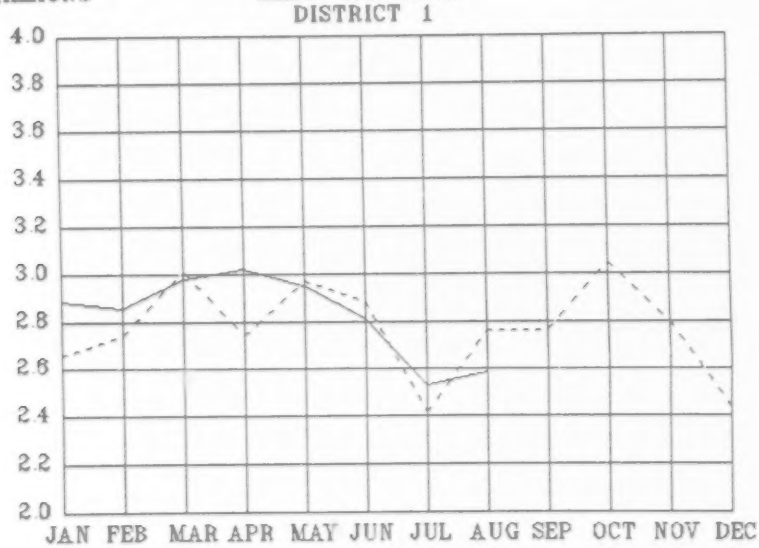
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.5	-2.5	-10.3	-1.9	-6.6	-8.9	-5.6	-7.9				
% Change	Cumulative	-1.5	-2.0	- 5.0	-4.2	-4.7	-5.4	-5.4	-5.8				

MILLIONS

MASS.-R.I.-CONN.
DISTRICT 1



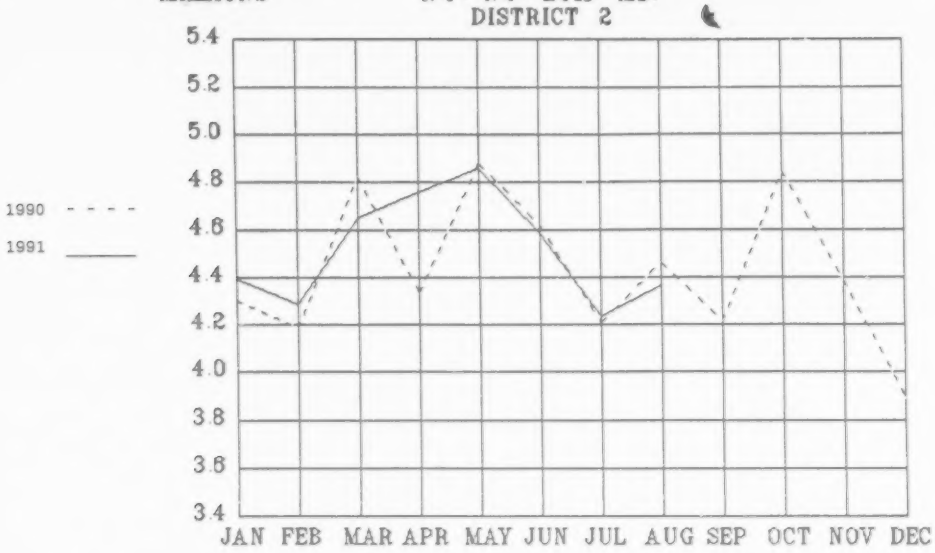
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.6	4.2	-1.3	10.2	-0.7	-2.5	4.9	-6.4				
% Change	Cumulative	8.6	6.4	3.6	5.2	4.0	2.9	3.1	2.0				

MILLIONS

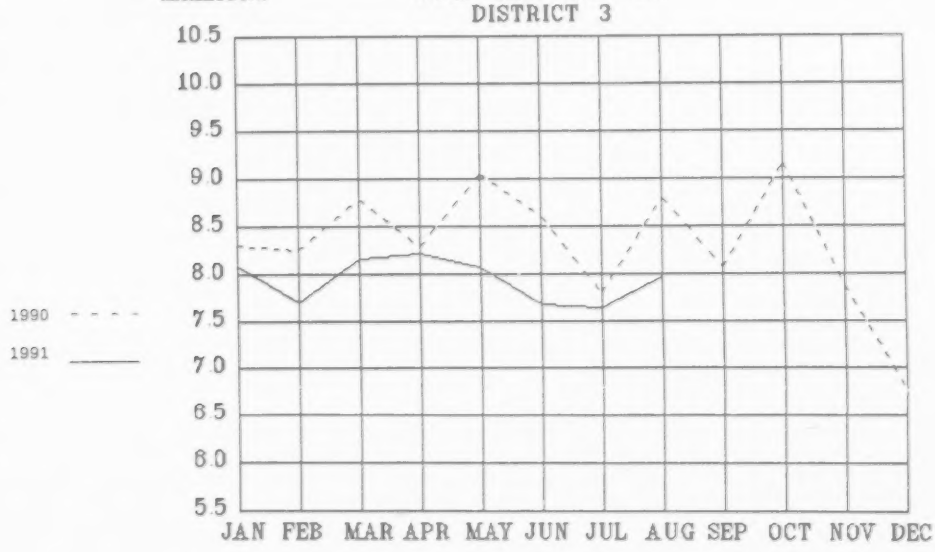
N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



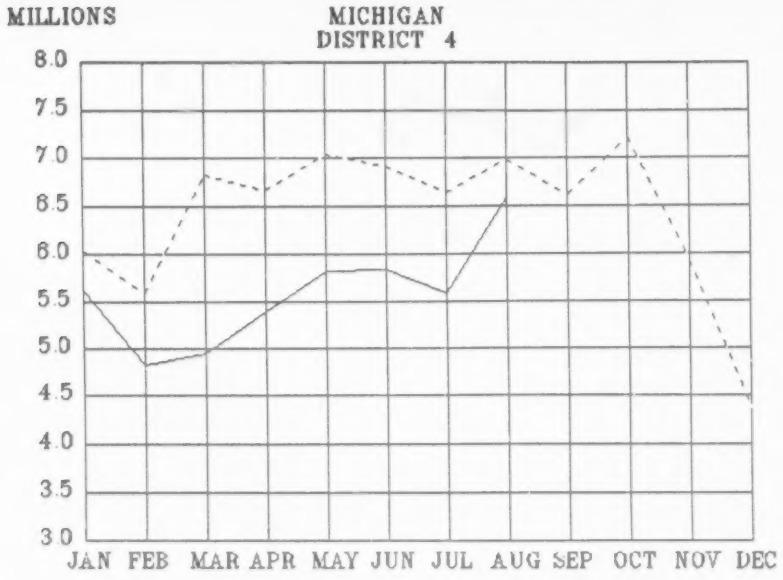
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.2	2.4	-3.5	9.8	-0.5	-0.7	0.5	-2.2				
% Change	Cumulative	2.2	2.3	0.2	2.6	1.9	1.5	1.3	0.9				

MILLIONS

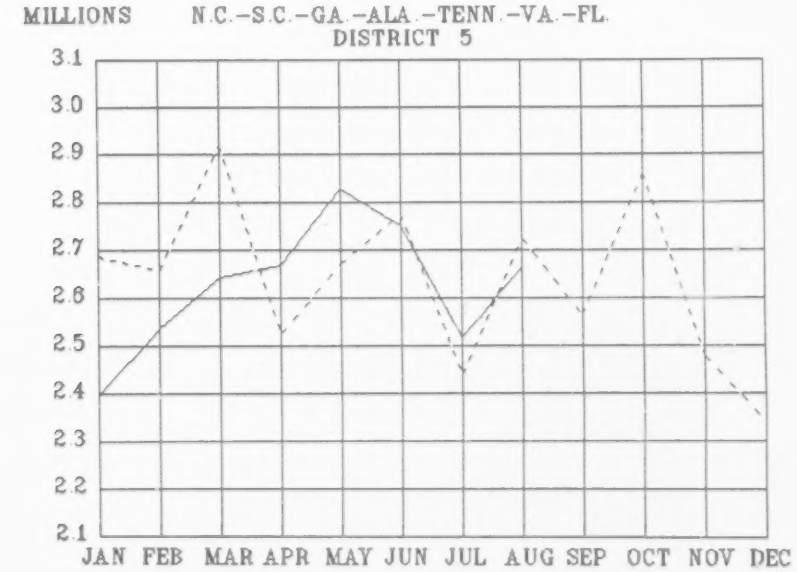
W.PA.-OHIO-IND.-KY.
DISTRICT 3



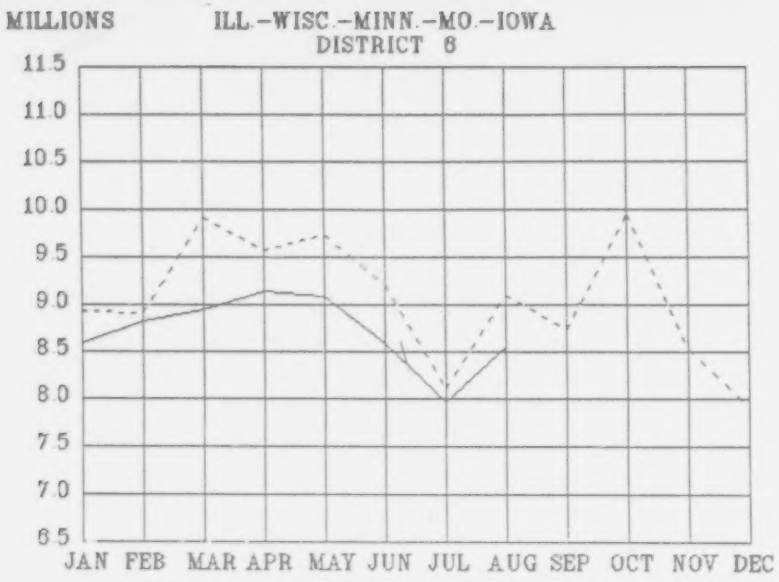
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-2.6	-6.5	-7.0	-0.9	-10.8	-10.8	-2.0	-9.4				
% Change	Cumulative	-2.6	-4.5	-5.4	-4.3	- 5.7	- 6.5	-5.9	-6.4				



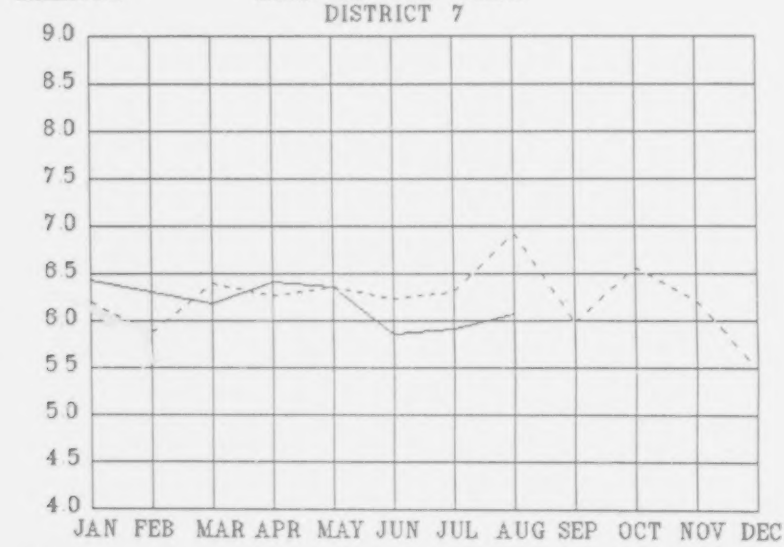
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.9	-13.7	-27.4	-19.0	-17.1	-15.5	-16.0	-5.6				
% Change	Cumulative	-6.9	-10.2	-16.5	-17.2	-17.2	-16.9	-16.7	-15.3				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.8	-4.5	-9.4	5.6	5.9	-1.0	3.2	-2.2				
% Change	Cumulative	-10.8	-7.6	-8.2	-5.0	-2.8	-2.5	-1.8	-1.8				



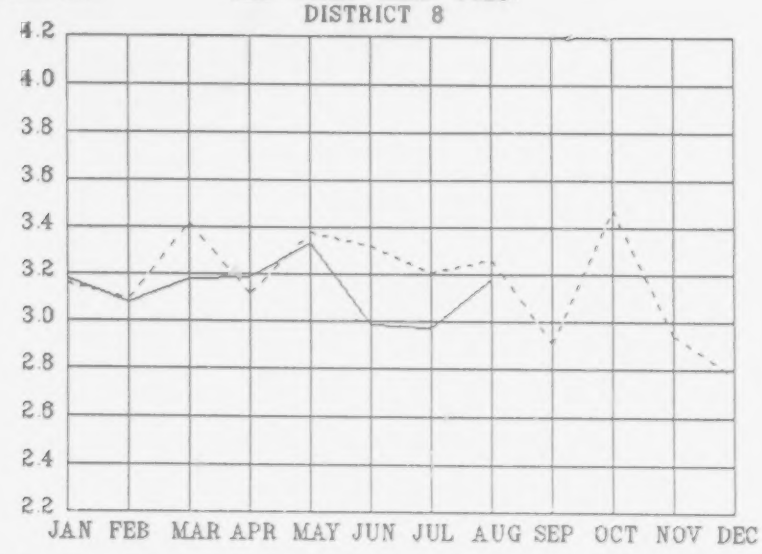
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0	-9.7	-4.5	-6.5	-6.9	-1.8	-6.2				
% Change	Cumulative	-3.8	-2.4	-5.0	-4.9	-5.2	-5.5	-5.0	-5.2				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	7.5	-3.5	2.4	-0.1	-6.3	-6.2	-12.4				
% Change	Cumulative	3.7	5.5	2.4	2.4	1.9	0.5	-0.4	-2.1				

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



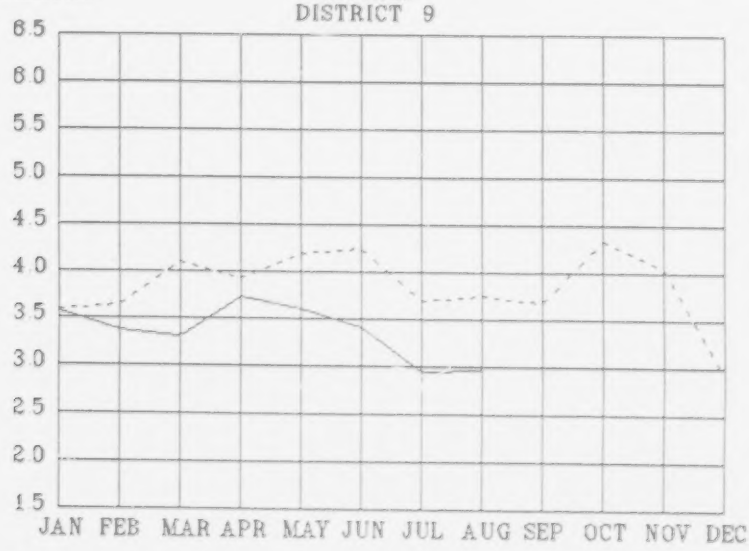
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5	-7.0	2.2	-1.1	-10.0	-7.3	-2.6				
% Change	Cumulative	0.6	0.1	-2.4	-1.3	-1.3	- 2.8	-3.4	-3.3				

MILLIONS

CANADA
DISTRICT 9



1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4	-7.3	-19.4	-5.1	-14.2	-19.7	-20.1	-20.8				
% Change	Cumulative	-0.4	-3.9	- 9.5	-8.4	- 9.6	-11.4	-12.6	-13.6				